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## INFORMATION REPORT

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the Russian Zone

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SOURCE

1. The first meetings of the boards of directors of the four newly formed state foreign trading corporations were held on 23 August 1949. Josef Orlopp, head of the Administration of Interzonal and Foreign Trade of the DVA (EVIA), spoke at the investing of the board of directors of the state foreign trading company for machinery and electrical equipment. He stated that by spring 1950 there would be fifteen such special trading companies, which would take over all operations of the foreign trade section of the Deutsche Handelsgesellschaft. These companies would be legally independent, having their own directorates, and would be responsible only to the EVIA. However, they would not be entirely independent financially, as they will have a joint account at the Deutsche Notenbank. Despite the joint account which will serve to compensate for the unfavorable transactions of some of the companies, each will be expected to act as though it were a private business, and to attempt to make a profit which accrues to the Zonal treasury. All transactions will be arranged by the foreign trading companies, with contracts under \$50,000 subject to EVIA approval, and contracts over \$50,000 subject to the approval of the Foreign Trade Administration of SHIA.
2. Orlopp stated that the methods of financing transactions had been simplified in order to encourage foreign trade. Thereafter importers could present their bills at any local bank immediately after receipt of delivery documents, and the Deutsche Notenbank would reimburse the bank within ten days.
3. Orlopp pointed out that the foreign trading company for machinery and electrical equipment is the most important from the export angle because its products are the most profitable and readily marketable; however, he stated that at the present time because of dismantling, war damage, and excessive demands on antiquated

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- 2 -

equipment, its products are inferior in quality and quantity, and too expensive. He did not think that the 1950 export plan could be maintained, and thought that this would endanger the entire two-year plan which was based on compensatory imports. He stated furthermore that though the machine tools produced in the Russian zone are still marketable, they are also in acute demand in the Russian zone itself.

4. These remarks of Orlopn were made to a small circle of reliable SED members.

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